

We claim:

1. A method of standardizing price discovery and negotiation using a computer processing system comprising:
 - receiving at least one demand set comprising a buyer's specifications for performance elements;
 - associating with said demand set at least one vendor bid; and
 - analyzing the at least one vendor bid to identify a preferred bid for each performance element.
2. A method of claim 1, wherein the preferred bid consists of a group of a lowest bid, an nth lowest bid, a mean bid and a median bid.
3. The method of claim 1, wherein the demand set comprises specifications selected from the group consisting of specifications for performance elements which the buyer demanded in the past, specifications for performance elements which the buyer expects to demand in the future and a combination thereof.
4. The method of claim 1, further comprising compiling a target schedule of the preferred bid for each element, wherein vendors on the target schedule agree to become contractually bound to provide services to the buyer at the prices listed on the target schedule for a predetermined amount of time.
5. The method of claim 1, further comprising:
 - publishing a target schedule of preferred bid for each performance element;
 - compiling an individual schedule of a single vendor's bid for at least one performance element, wherein the single vendor's bid is a percentage of the preferred bid for a corresponding performance element in the target schedule.
6. The method of claim 5, wherein the individual schedule can be public or private.

7. The method of claim 5, wherein the single vendor's bid is expressed as a percentage of the preferred bid for at least one performance element in the target schedule.
8. The method of claim 5, further comprising receiving at least one spot bid.
9. The method of claim 5, further comprising performing an auction.
10. The method of claim 8, further comprising performing an auction.
11. The method of claim 5, further comprising receiving new pricing data associated with at least one performance element in the individual schedule and adjusting the individual schedule for said at least one performance element.
12. The method of claim 5, wherein the single vendor's bid is expressed as a percentage of the preferred bid for all performance elements in the target schedule.
13. The method of claim 5, wherein the single vendor's bid is expressed as a dollar figure for at least one performance element.
14. The method of claim 1, wherein the preferred bid for different elements may come from different vendors.
15. The method of claim 1, further comprising identifying differences between at least two vendor bids on an individual performance element basis.
16. The method of claim 1, further comprising identifying differences between at least two vendor bids on a total cost basis.
17. The method of claim 1, further comprising providing a database of at least one demand set template comprising all performance elements relevant to an industry.

18. The method of claim 17, wherein the at least one template is pre-populated with data previously supplied by the buyer.
19. The method of claim 1, further comprising:
 identifying a price for a job consisting of at least one performance element by associating said at least one performance element with a corresponding preferred bid.
20. The method of claim 19, further comprising:
 notifying at least one vendor that said vendor is selected to perform the job;
 receiving a reviewed demand set from the vendor, wherein the demand set may contain changes to at least one performance element;
 identifying a new price for the job by associating each performance element in the reviewed demand set with a corresponding performance element in the schedule.
21. The method of claim 1, further comprising receiving at least one spot bid.
22. The method of claim 1, further comprising performing an auction.
23. The method of claim 21, further comprising performing an auction.
24. The method of claim 1, further comprising receiving new pricing data associated with at least one performance element and adjusting the preferred bid for said at least one performance element.
25. The method of claim 1, further comprising compiling a schedule of the preferred bid for each performance element.
26. A method of standardizing price discovery and negotiation using a computer processing system comprising:
 receiving at least one demand set comprising a buyer's specifications for performance elements;

associating with said demand set a first round of at least one vendor bid;
analyzing the first round of at least one vendor bid to identify a first preferred bid for each performance element;
associating with said demand set a second round of at least one vendor bid for at least one performance element, wherein said second round of at least one vendor bid is a percentage of the first preferred bid for at least one performance element;
identifying at least one second preferred bid for each performance element; and
compiling a schedule of second preferred bids for each performance element.

27. A method of claim 26, wherein the first preferred bid consists of a group of a lowest bid, an nth lowest bid, a mean bid and a median bid.

28. A method of claim 26, wherein the second preferred bid consists of a group of a lowest bid, an nth lowest bid, a mean bid and a median bid.

29. The method of claim 26, wherein the demand set comprises specifications selected from the group of specifications for performance elements which the buyer demanded in the past, specifications for performance elements which the buyer expects to demand in the future and a combination thereof.

30. The method of claim 26, wherein the at least one vendor on the schedule is bound to provide services to the buyer according to said vendor's bids as listed on the schedule for a predetermined amount of time.

31. The method of claim 26, wherein said second round of at least one vendor bid is expressed as a percentage of first preferred bid for at least one performance element from the first round.

32. The method of claim 26, wherein said second round of at least one vendor bid is expressed as a percentage of the first preferred bid for all performance elements from the first round.

33. The method of claim 26, wherein said second round of at least one vendor bid is expressed as a dollar figure for at least one performance element.
34. The method of claim 25, wherein the first preferred bid for different elements may come from different vendors.
35. The method of claim 25, further comprising identifying a price for a job consisting of at least one performance element by associating said at least one performance element with a corresponding performance element in the schedule.
36. The method of claim 35, further comprising identifying a preferred price for said job by comparing at least two vendor bids for each corresponding element in the schedule.
37. The method of claim 35, further comprising:
- notifying at least one vendor that said vendor is selected to perform the job;
 - receiving a reviewed demand set from the vendor, wherein the demand set may contain changes to at least one performance element;
 - identifying a new price for the job by associating each performance element in the reviewed demand set with a corresponding performance element in the schedule.
38. The method of claim 26, further comprising identifying differences between at least two vendors on the schedule on an individual performance element basis.
39. The method of claim 26, further comprising identifying differences between at least two vendors on the schedule on a total cost basis.
40. The method of claim 26, further comprising providing a database of at least one demand set template comprising all performance elements relevant to an industry.

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a means for associating with said demand set a second round of at least one vendor bid for at least one performance element, wherein said second round of at least one vendor bid is a percentage of the first preferred bid for at least one performance element;

a processor for identifying at least a second preferred bid for each performance element; and

a processor for compiling a schedule of the second preferred bids for each performance element.

49. A system of claim 48, wherein the first preferred bid consists of a group of a lowest bid, an nth lowest bid, a mean bid and a median bid.

50. A system of claim 48, wherein the second preferred bid consists of a group of a lowest bid, an nth lowest bid, a mean bid and a median bid.

51. A method of standardizing price discovery and negotiation using a computer processing system comprising:

receiving at least one demand for a generic bid;

associating with said demand at least one vendor bid; and

analyzing the at least one vendor bid to identify a preferred bid for each performance element.

52. A method of standardizing price discovery and negotiation using a computer processing system comprising:

receiving at least one demand for a generic bid;

associating with said demand a first round of at least one vendor bid;

analyzing the first round of at least one vendor bid to identify a first preferred bid;

associating with said demand a second round of at least one vendor bid, wherein said second round of at least one vendor bid is a percentage of the first preferred bid; and

identifying a second preferred bid.